

Message Text

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42

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PA-02 /016 W

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P 051638Z SEP 75

FM AMEMBASSY LAGOS

TO USDOC WASHDC PRIORITY

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UNCLAS LAGOS 8695

FOR COMMERCE SIPS, MEPD

E. O. 11652: N/A

TAGS: BEX, NI

SUBJ: PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY

REF : (A) STATE 209833 (B) STATE 210917; (C) LAGOS 8100

1. EMBASSY COMMENDS SIPS AND MEPD FOR STRONG SUPPORT.

2. FORD INTERNATIONAL DIVISION OFFICIAL MADE EXCELLENT PRESENTATION SEPT 2 BEFORE ATTENTIVE MOD AUDIENCE CONSISTING OF ARMY CHIEF OF STAFF AND FOURTEEN OTHER RANKING OFFICERS. MACK PRESENTATION SCHEDULED FOR SEPTEMBER 10.

3. WE HAVE INFORMED MOD OF VARIOUS INTERESTED MANUFACTURERS LISTED IN REF (A). MOD CLEARLY IMPRESSED AND APPRECIATIVE.

WISHES TO DEAL

ONLY WITH US COMPANY OFFICIALS, NOT WITH LOCAL AGENTS. LATTER ACCEPT THIS POSITION AND HAVE BEEN IN TOUCH WITH CAHILL HERE AND CORPORATE HEADQUARTERS IN US. NAPCO REP PRINCE ALEFOYE (REF (B)), FOR EXAMPLE, HAS BEEN IN ALMOST DAILY CONTACT WITH EMBASSY. ON HIS BEHALF WE HAVE REAWAKENED MOD FILE ON EAR IER NAPCO VEHICLE BID (COMPANY OFFERED DUMP TRUCKS AND

AMBULANCES) AND HAVE ENSURED THAT COMPANY IS CONTENDER IN CURRENT TRUCK BIDDING.

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4. MOD PREFERS NOT TO PROVIDE PRECISE SPECIFICATIONS NOW BUT

OBSERVE WHAT SUPPLIERS HAVE TO OFFER WITHIN CATEGORIES CITED
IN REF (C). CURRENT FEELING APPEARS TO FAVOR MOD
LS SIMILAR TO
FORD'S F 100 4X4 AND F 600 6X6. QUARTERMASTER GENERAL
EMPHASIZES THAT TRUCKS SHOULD BE FOR ADMINISTRATIVE NOT
TACTICAL USE. HE TODAY STATED ADDITIONAL INTEREST IN 30-AND-50
PASSENGER BUSES AND
25-40 TON CAPACITY TRUCKS FOR SECOND ROUND
OF PURCHASES.

5. SUPPLIERS ASKED TO REQUEST INTERVIEW/PRESENTATION WITH MOD
BY CABLING CAHILL AT EMBASSY. PRESENTATIONS SHOULD TAKE PLACE
BETWEEN SEPTEMBER 17 AND
25. WE RECOMMEND THAT PRESENTATION
INCLUDE FILM SHOWING FOR MAXIMUM EFFECT.

6. DECISION ON MODELS
WILL BE MADE AS SOON AS POSSIBLE AFTER
SEPTEMBER 25 AND PRICES THEN SOUGHT. AWARD EXPECTED
TO BE MADE

IN EARLY OCTOBER. MOD ACCENT IS ON "RESULTS" AND
"RAPID DECISION."

7. AY WANTS TRUCKS DELIVERED AND
IN OPERATION WITHIN SIX
MONTHS AFTER PLACING ORDER.

EASUM

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